

SME Survey

Presentation Prepared for

NAVY RIC Meeting

Presented by:

West Chester Electronic Commerce
Resource Center

**Operated
by**



*Concurrent
Technologies
Corporation*

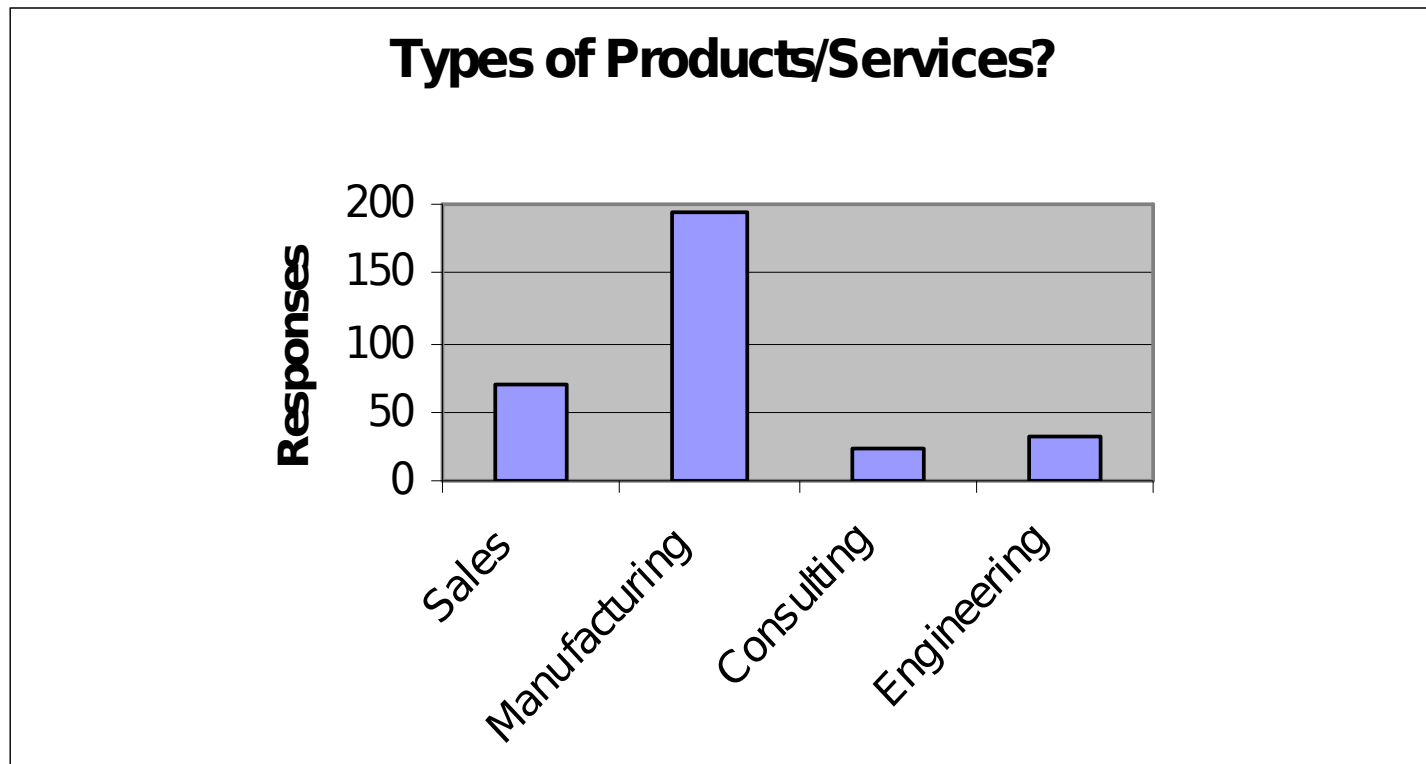
Background

- Legacy Data
- Paperless Initiative
- Supply Chain
- IDE

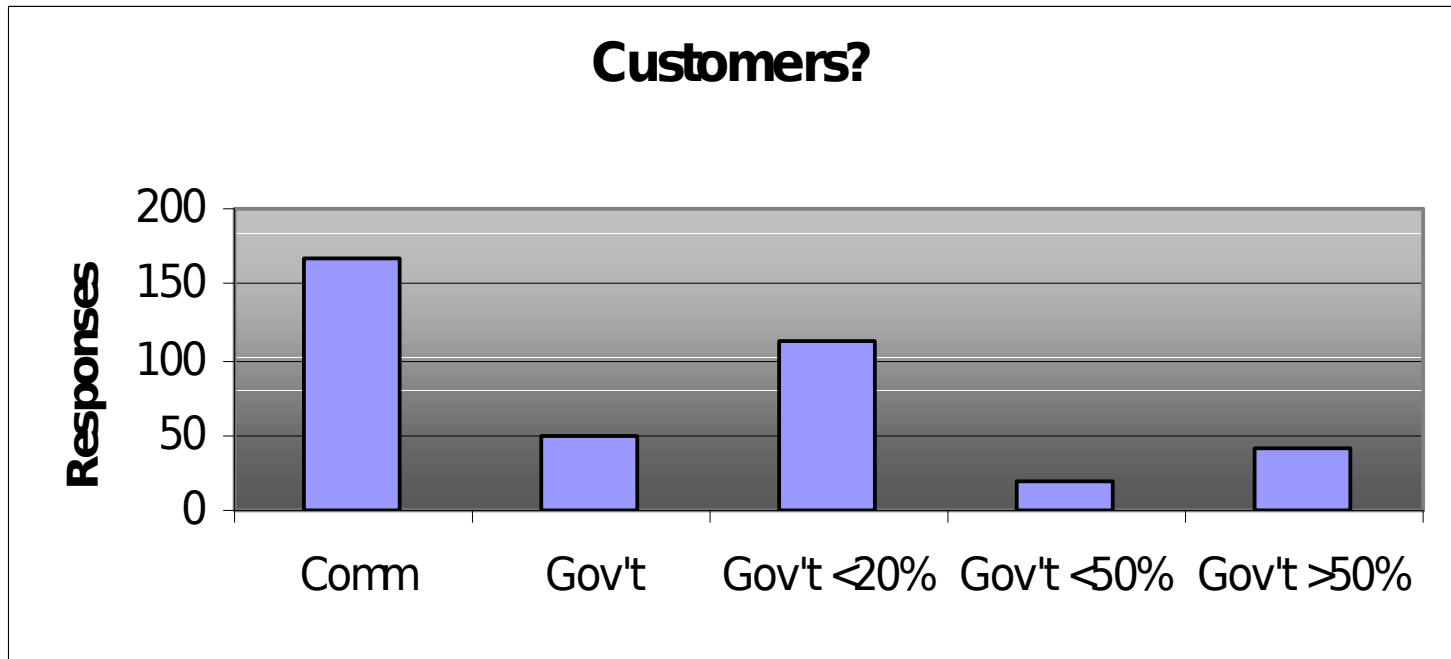
SME Survey Participants

- CCR Registrants
- Local to South East PA, South NJ and North
- Primarily Manufacturers

What Kind of Products and Services Do you Provide?

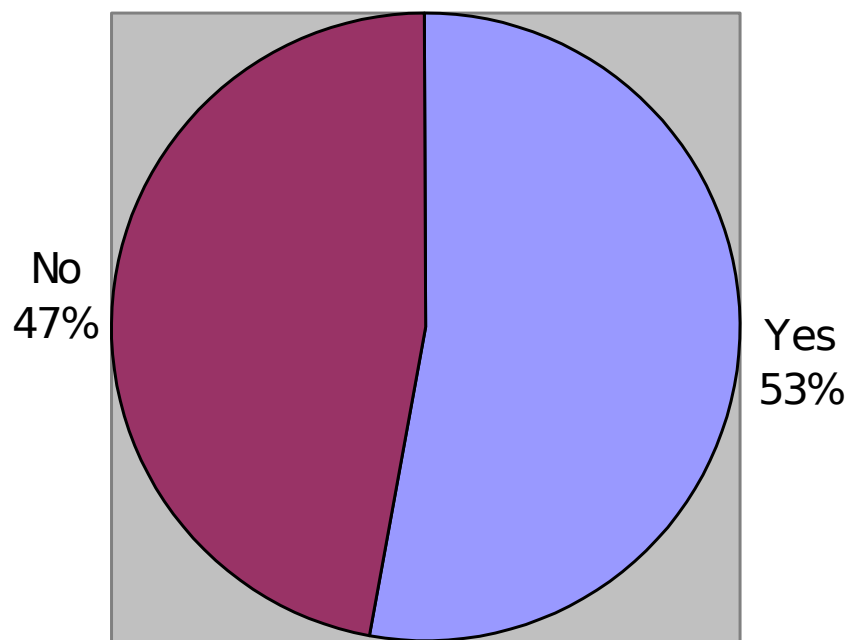


Who are Your Customers?

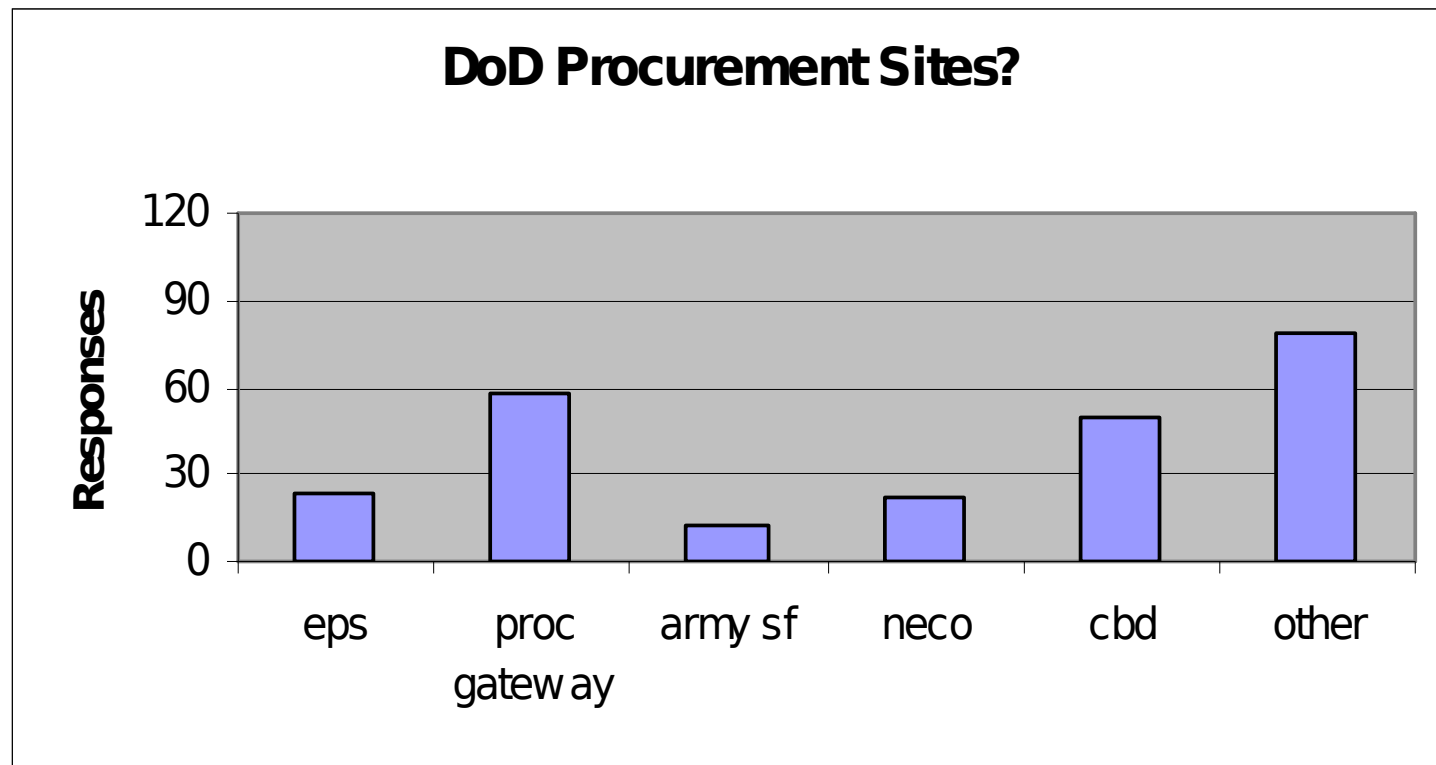


Are You Aware of the DoD Paperfree Initiative?

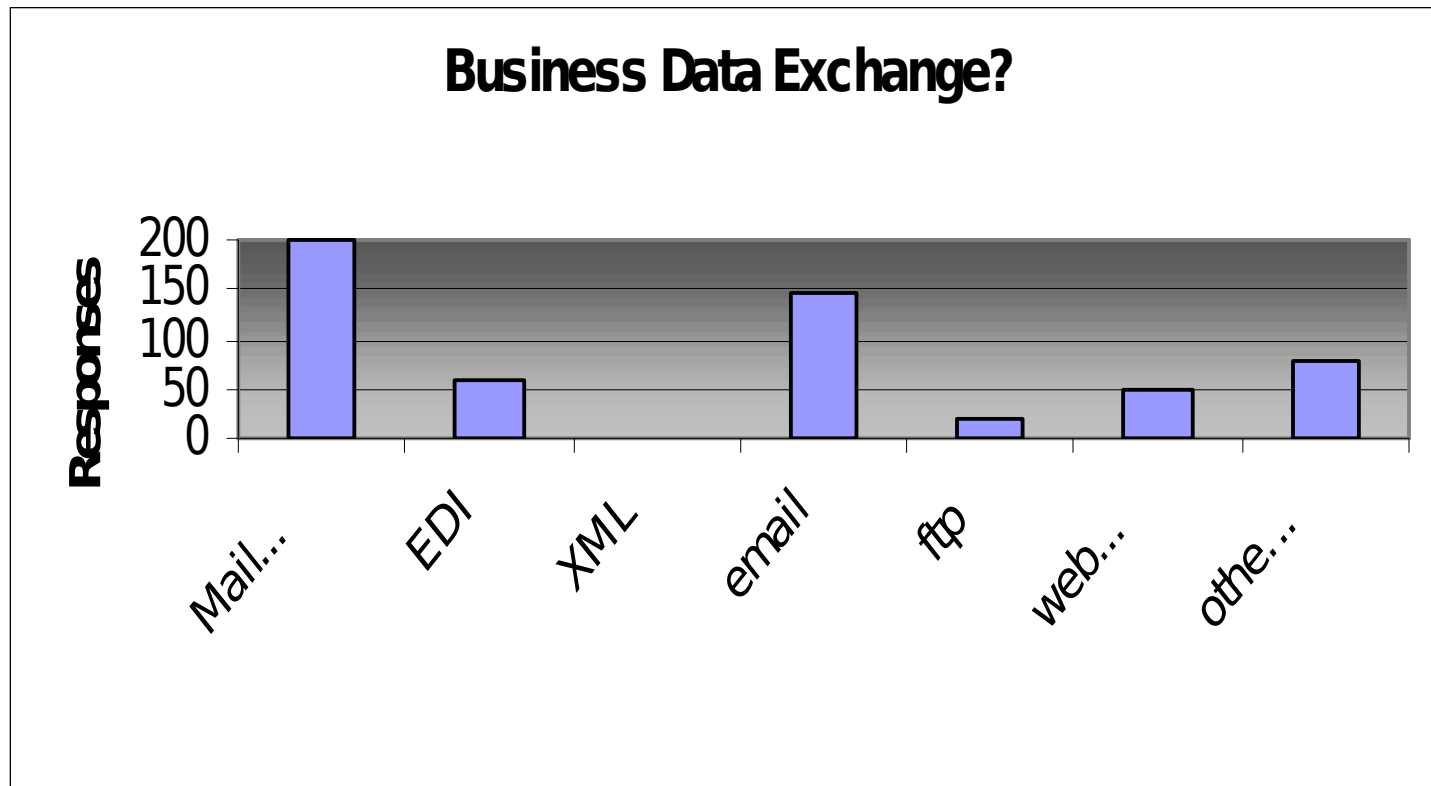
Aware of DoD Paperless Initiative?



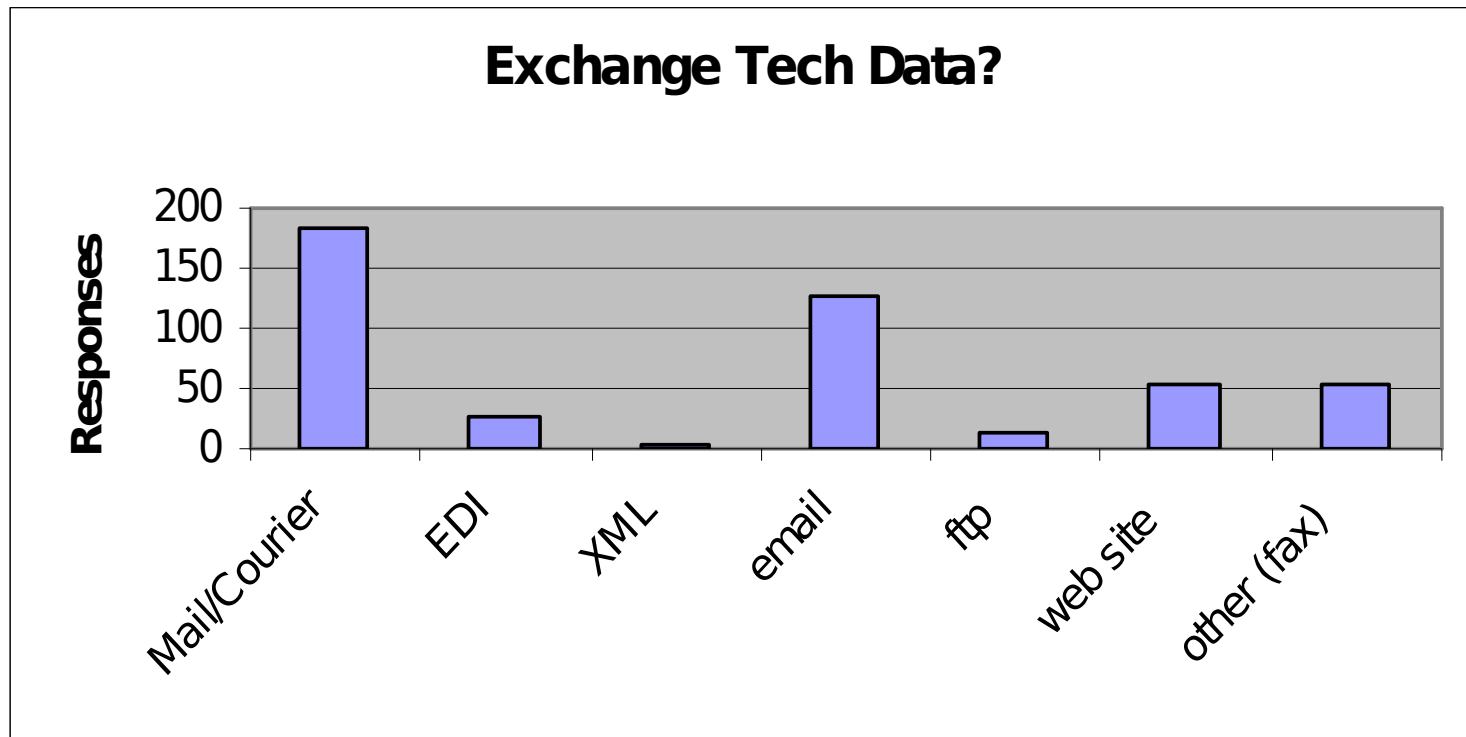
As a DoD Vendor, Which Online Procurement Sites Do You Visit?



How Do You Exchange Business Data?

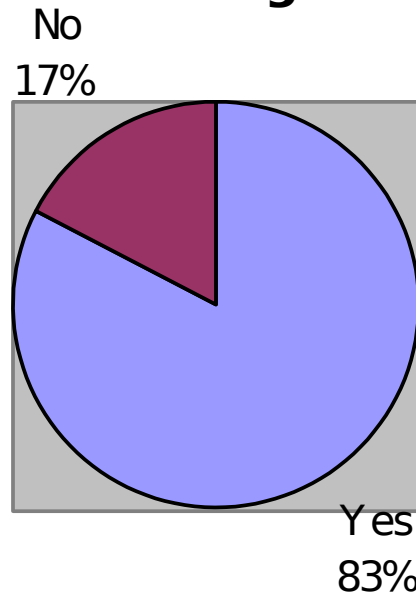


How Do You Exchange Technical Data?

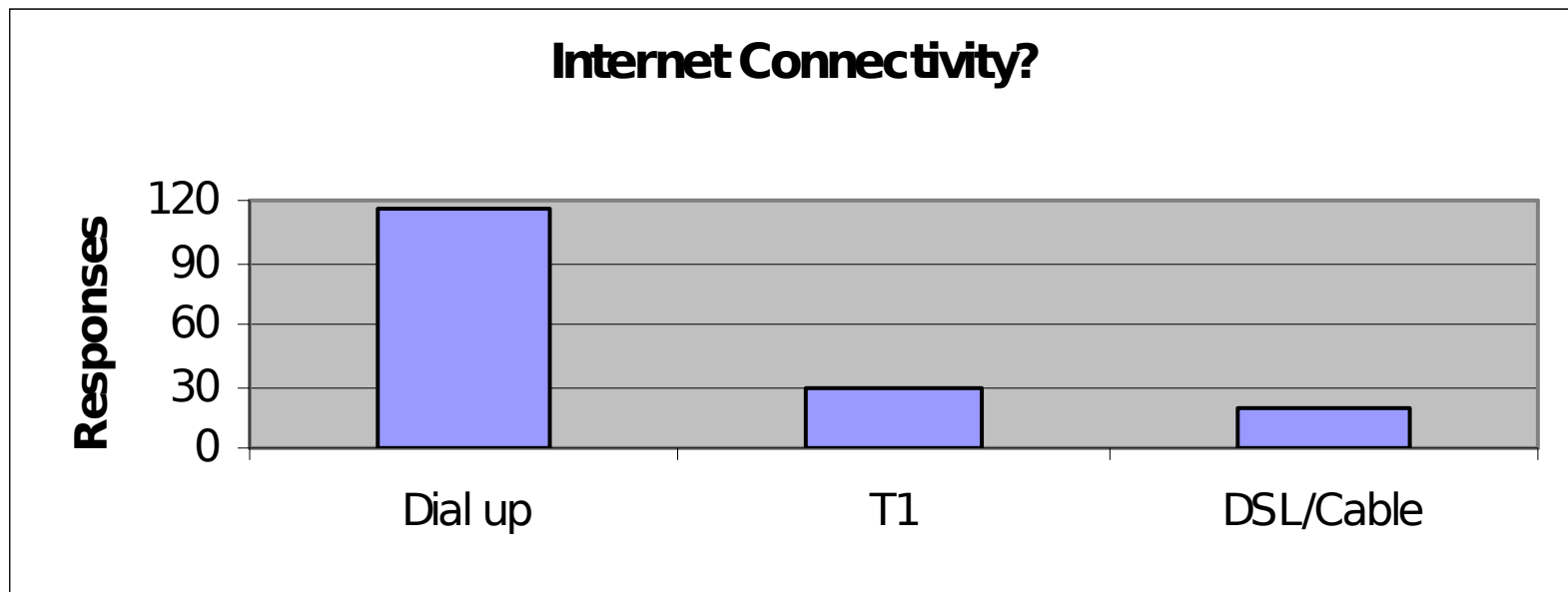


Would a Means of Exchanging Business & Technical Data with Your Suppliers and Customers Make You More Productive?

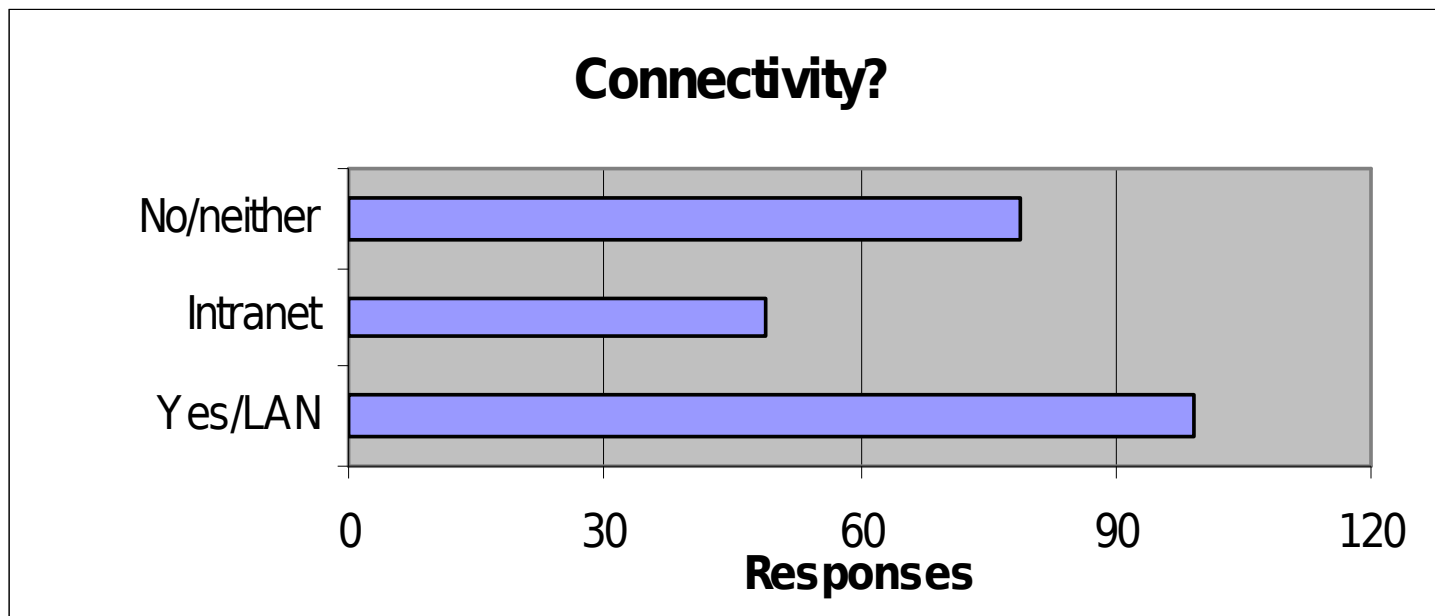
Need a Means to Exchange Business/Tech Data?



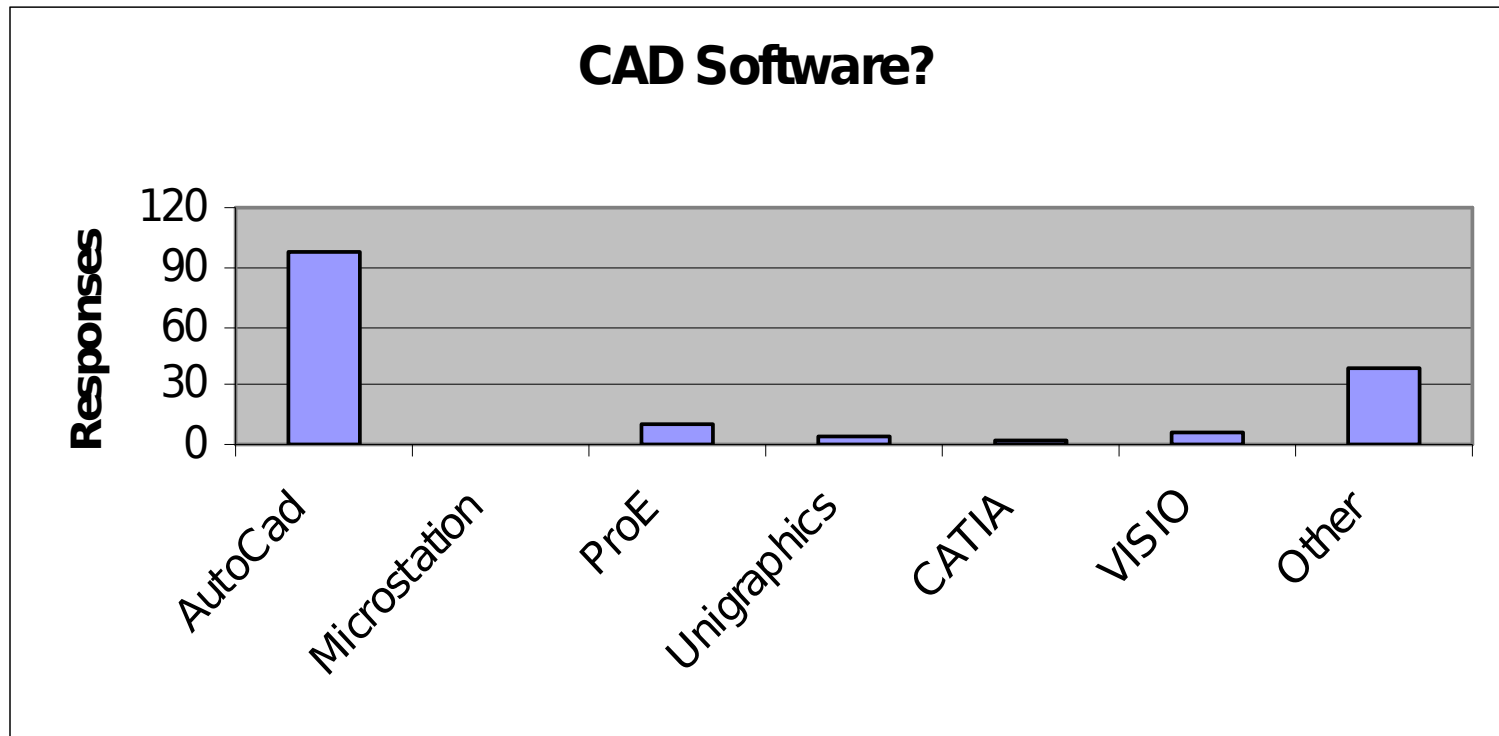
What Kind of Internet Connection Do You Have?



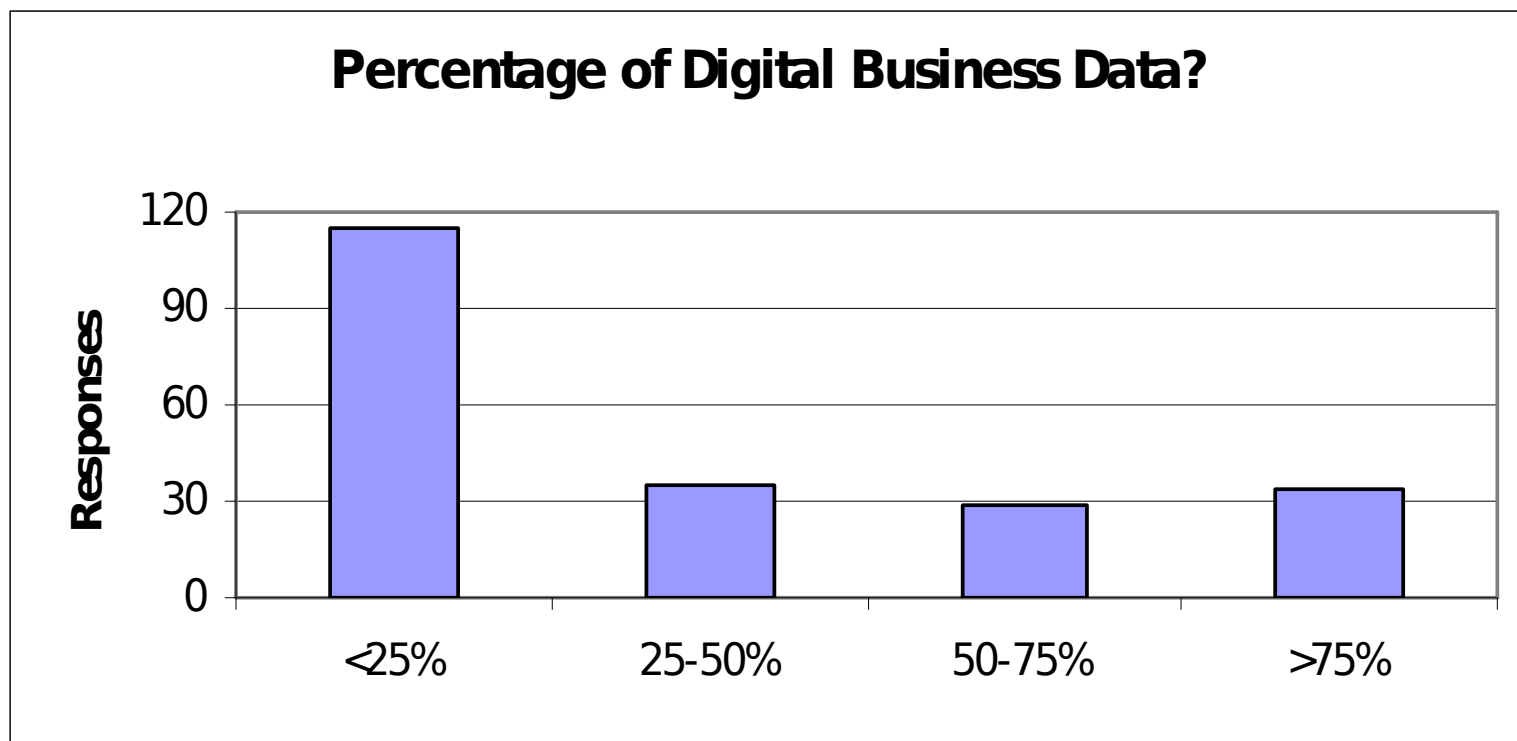
Do You Operate a Local Area Network? Do You Have an Intranet?



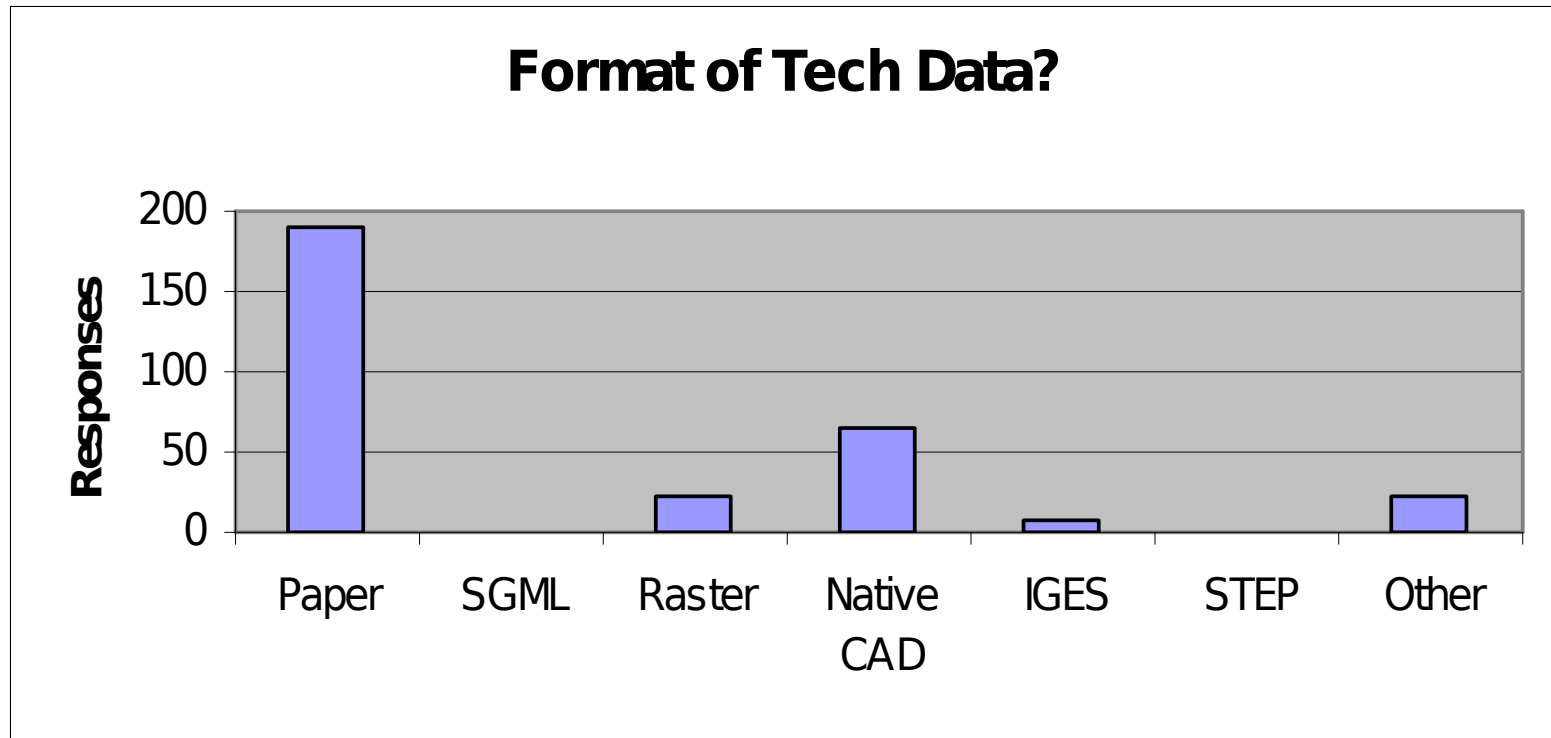
What Kind of CAD or Drawing Software Do You Use?



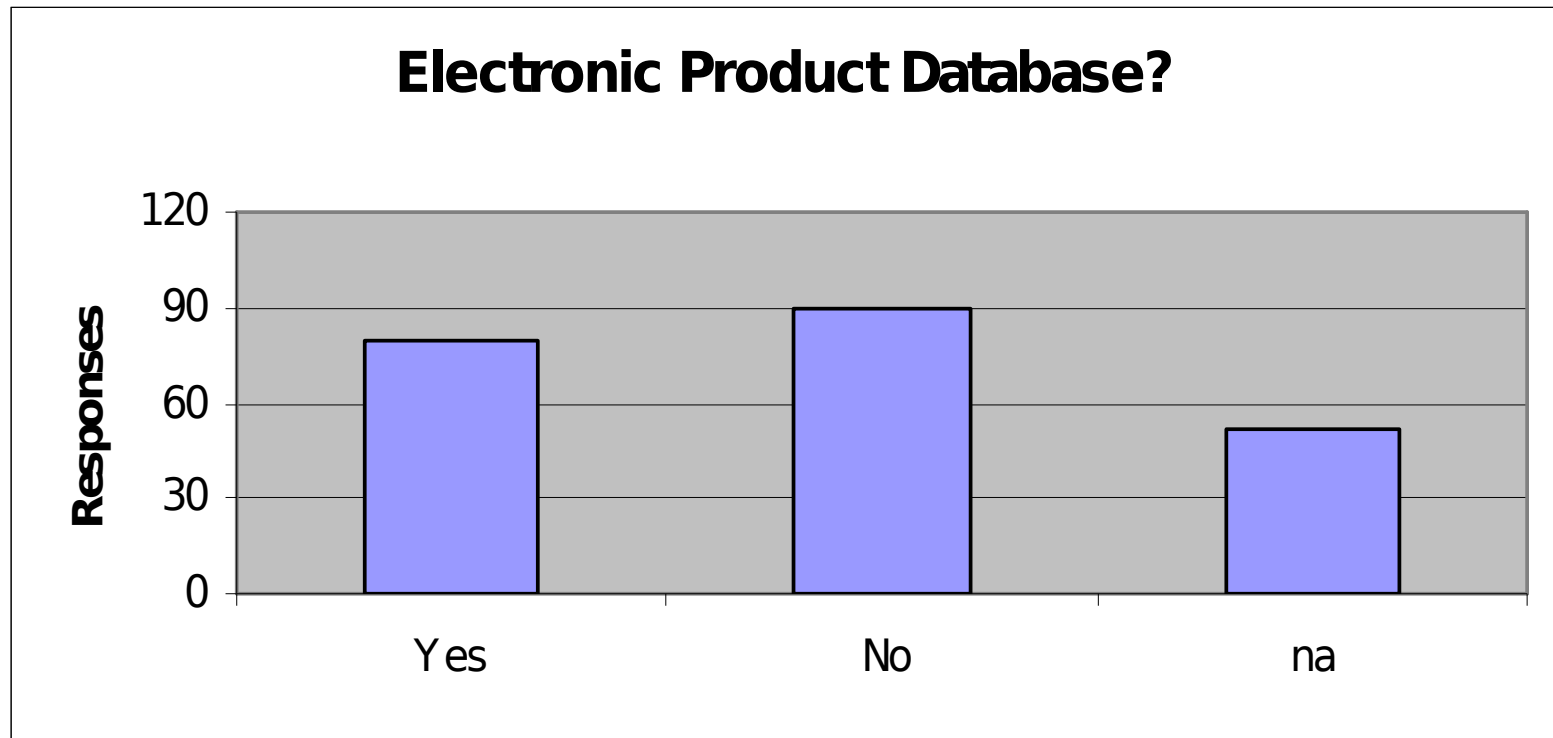
What Percentage of Your Business Documentation is in Digital Format?



What is the Format of Your Technical Data?

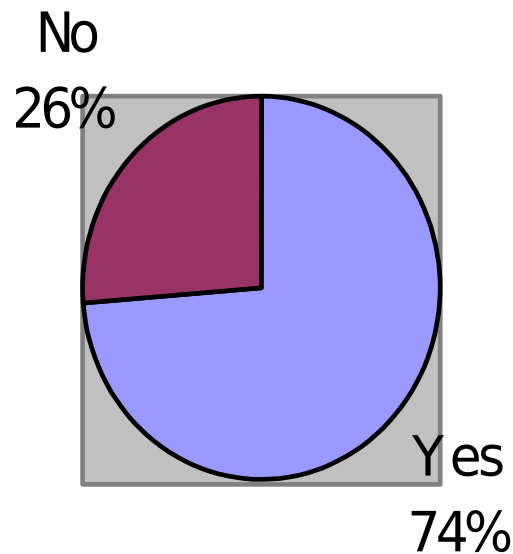


Is Your Product Catalog in an Electronic Database?

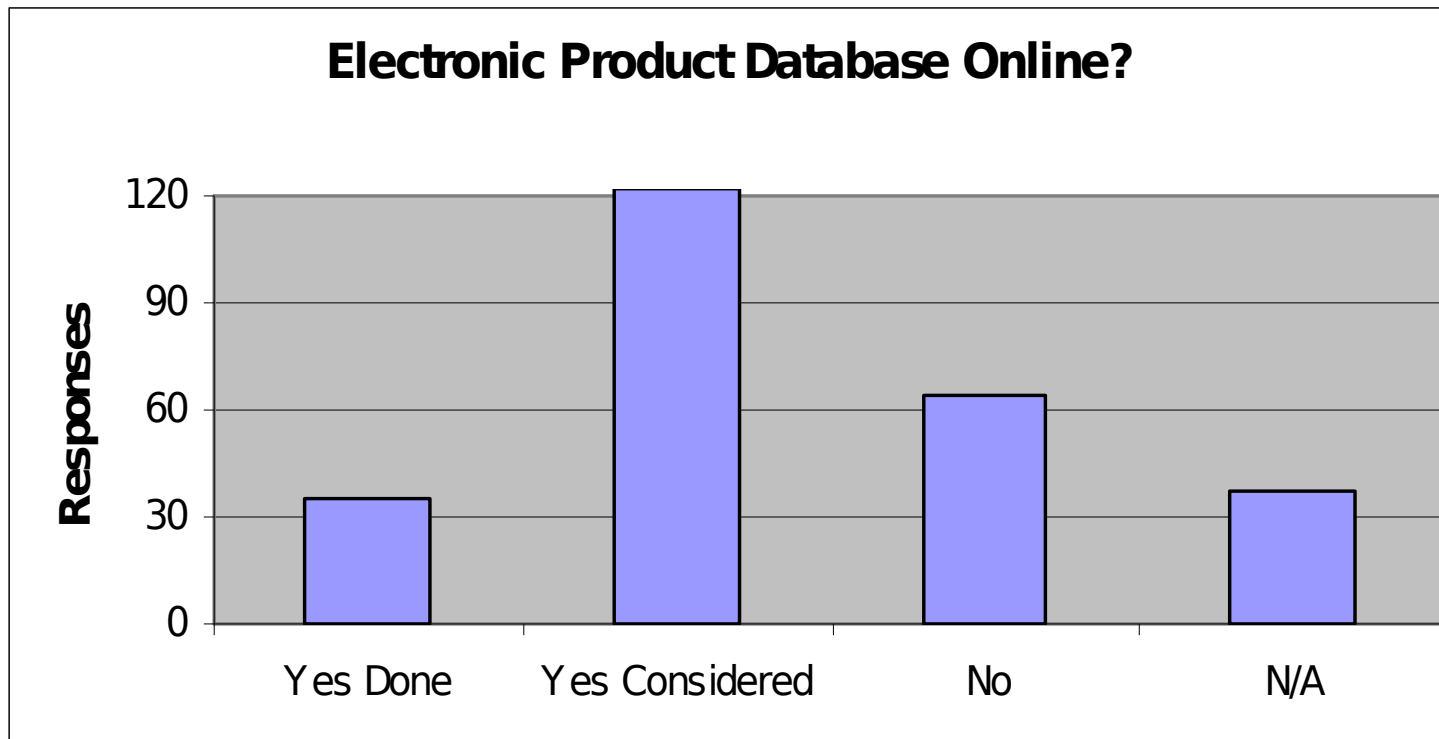


Does Your Organization Have a Web-site?

Company Web Site?

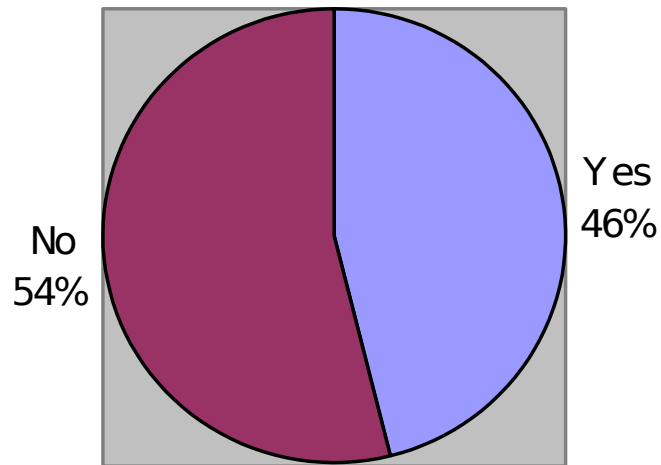


Have You Web-enabled or Considered Web-enabling Your Product Database?

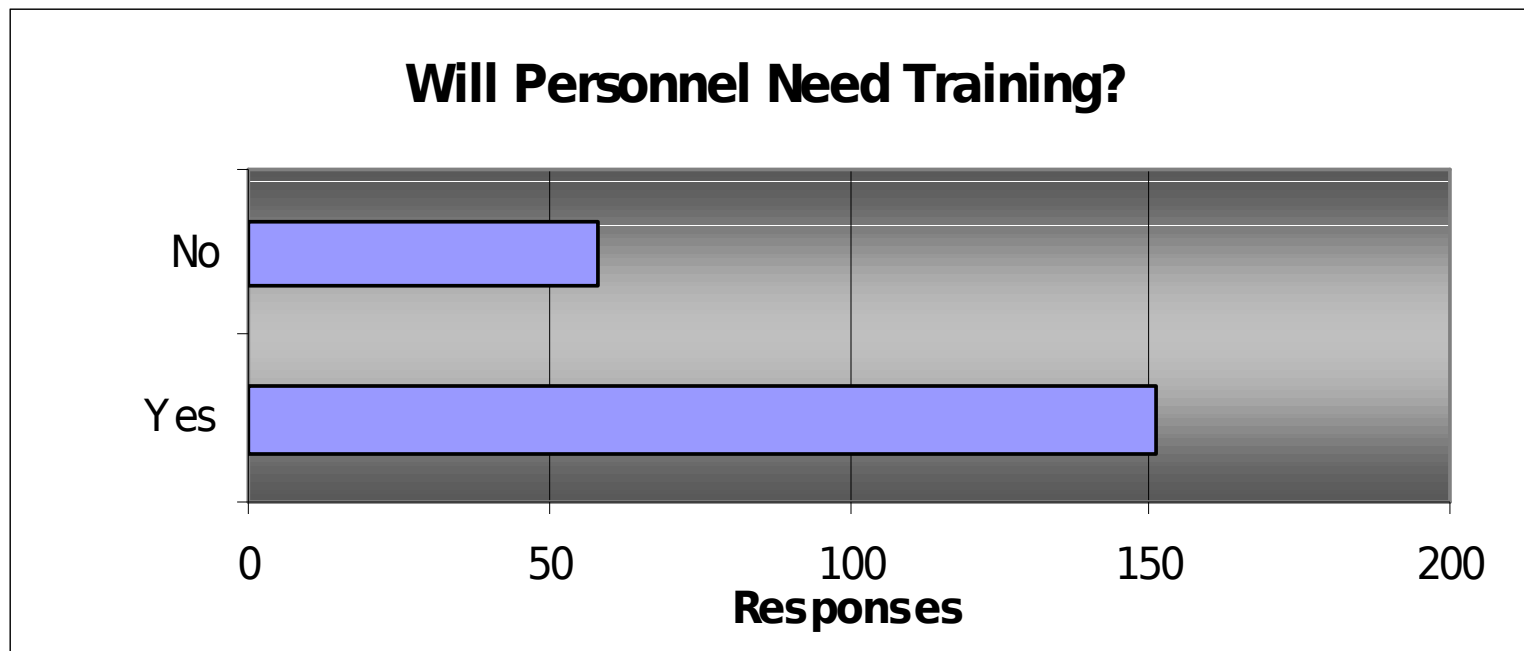


Does Your Organization Have a QMS Like ISO9000?

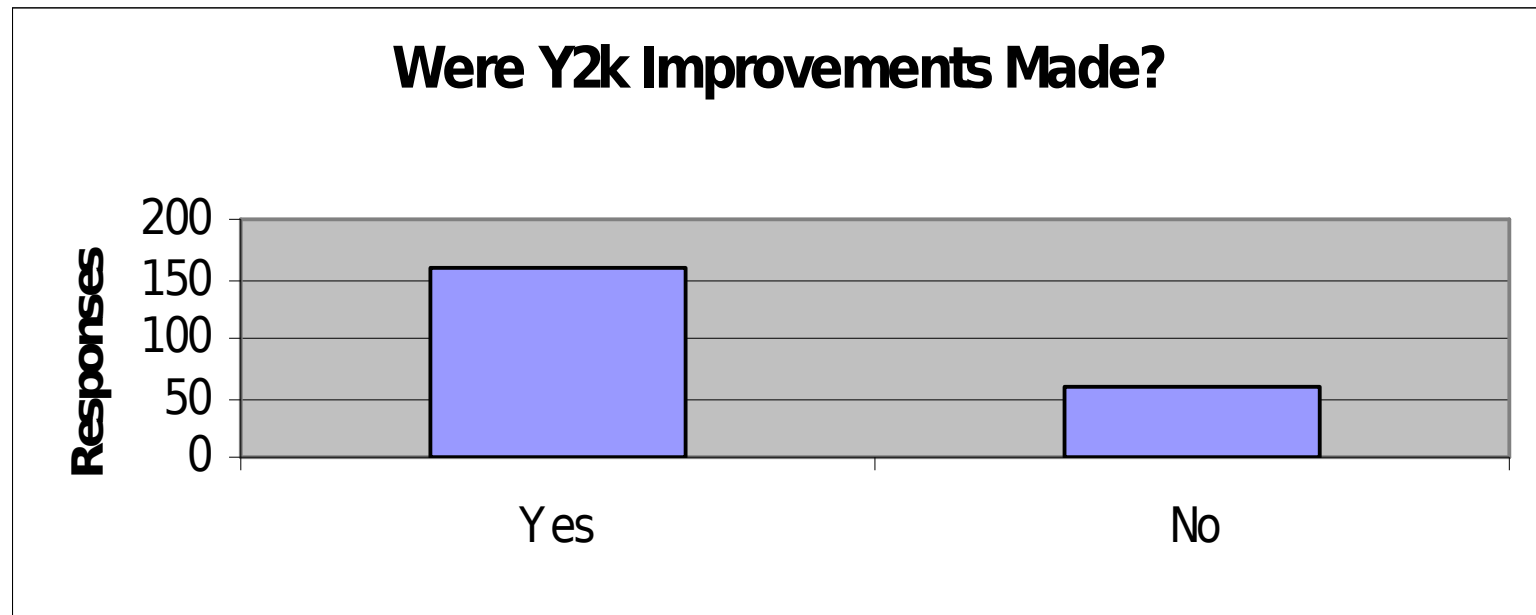
Quality Management Plan?



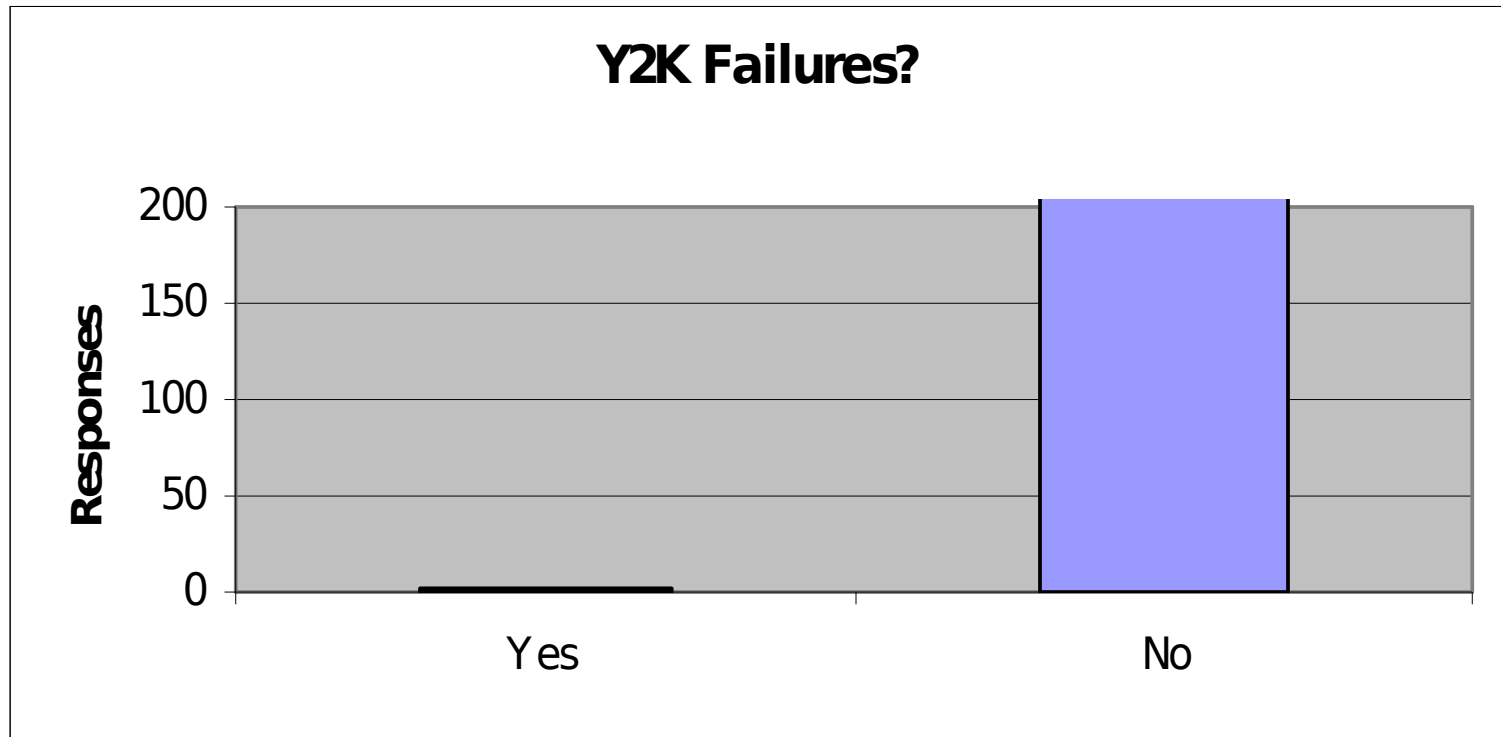
In View of Quickly Changing Business Environment on the Internet, Will Your Employees Need Additional Skills to Move to the Future?



Did You Invest in Any Y2k Improvements?



Did Any Critical Systems Fail Because of Y2K Problems?



Conclusions

- Suppliers will require networked infrastructure
- Suppliers will require drawing viewers at a minimum*
- Recommend use of CAD/CAM software*
- Volume & size of Internet traffic will necessitate high bandwidth telecom link
- Direct vendor delivery, just-in-time delivery and elimination of government warehouses will require quality management system
- Suppliers will need web-enabled database for scheduling and catalogue information
- Suppliers are asking for training
- Suppliers are asking for a web-enabled IDE environment
- * Manufacturers only, others may require special application software
- Suppliers are waiting for lead by DoD and primes

More Information

www.wcecrc.org

Follow links to “Manufacturer’s Survey Results” on the home page. Find this information and an downloadable analysis report



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